

NEW HAMPSHIRE STATE LIQUOR COMMISSION
AUGUST 25, 2004, 9:00 A.M.
AGENDA

I. FINANCIAL & ADMINISTRATIVE REPORTS

1. Financial Reports
 - A. Weekly, Y-T-D Sales Reports
 - B. Budget/Administrative Reports
2. IT Report
3. Human Resources Report

II. MARKETING & SALES REPORTS

1. Store Operations
2. Purchasing Report
3. Merchandising Report
- A. SPIRITS:
 - 1) 2004 Holiday Listings
 - 2) Test Market Products:
 - a. Test Market Request (Cabo Wabo Anejo Tequila)
 - b. Test Market Request (Aqua Perfect Raspberry Liqueur)
 - c. Test Market Request (Chimayo Reposado Tequila)
 - d. Test Market Request (Greenall's Gin)
 - e. Test Market Request (Petrone Grappa Classica)
 - f. Test Market Request (Petrone Sambuca Domitia)
 - g. Test Market Results (Code #2301)
 - 3) Special Offers for October 2004 (2 items – United Beverages, Inc.)
- B. WINES:
 - 1) Proposed Wine Sale for December 2004
 - 2) Special Offers for October 2004:
 - a. 7 items for Columbus Day Sale
 - b. 2 items – R.P. Imports
 - c. 7 items – Perfecta Wine Company
 - 3) Casillero del Diablo Purchase
 - 4) RH Philips with a Twist & Sweepstakes
 - 5) BV Coastal Estates Purchase of Value Added Packaging
 - 6) Stock Vermouth Sweepstakes
 - 7) Recommended Wine Specialty Products (3 items)
 - 8) Recommended Allocated Wines for Distribution to Selected Stores (4 items)
 - 9) "R" Wines for Allocation to Licensees Selected by the Broker (2 items)
 - 10) Primary Source Submissions (11 items – exclusive agent; 22 items – imported)

/D. Hartford

